Case study | **Newport**

Seeing the full landscape of API manufacturing

Comprehensive global view essential to Helm AG

For Johann Christian Zechel, timeliness is everything. And when he began his new role as head of portfolio management at Helm AG, he needed access to fast, reliable intelligence on the best sources of active pharmaceutical ingredients (API) for his critical projects. Based in Hamburg, Germany, Helm has a strong presence in chemicals and agriculture as well as API and pharmaceuticals.

Finding a reliable, safe supplier of API can be a challenge that holds up the process of manufacturing for generics companies large and small – delaying the release of important, affordable medications into the market.

"It can be difficult to get a comprehensive view of the whole API manufacturing landscape," said Zechel. "When you're searching for one specific API, it can be a frustrating process trying to find the right supplier."

Detailed information about some API manufacturers isn't always easy to get. Newport, a Cortellis solution,™ gives Helm a more complete view of the API manufacturing landscape, resulting in a larger pool of reliable API sources with which the company can do business.

"We can see the complete picture straight away."

Johann Christian Zechel
Head of Portfolio Management, Helm AG

Opening doors to a wider group of potential partners

With Newport, Zechel and his team soon saw that they could quickly find the information they needed on API suppliers around the world. Describing Newport as a "one-stop shopping approach," Zechel and his colleagues can now use this single source to assemble a global view of the API manufacturing landscape. This not only allows them to easily identify appropriate manufacturers, it has also opened doors to potential partners they wouldn't have immediately considered before.

Moreover, Zechel said the data affords him the opportunity to delve deeper into each company, gaining valuable insight. Using Newport, Zechel can:

- Identify which companies have filed for a U.S. Drug Master File and have had their GDUFA fees paid

- Confirm which suppliers have European Certificates of Suitability and GMP certificates for local manufacturing compliance in many countries worldwide

- Access whether the company has a commercial-scale product to offer, rather than just being interested in manufacturing it

Zechel said the distinction between confirmed and unconfirmed APIs in Newport is especially valuable, "so we can see the complete picture straight away." From the assessment provided by the tool, Zechel said he is now able to create and update a long list of reliable API sources around the world and share this list with colleagues – so everyone can quickly and easily find the right API sources for their projects.

For more information on how Newport, a Cortellis solution, can help grow your generics or API business, visit our website at:

clarivate.com/cortellis